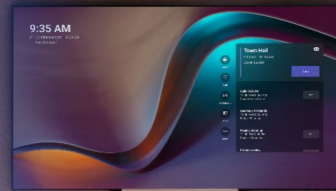




# Cisco + Microsoft Teams Rooms (MTR): Your Dream Team



Microsoft Teams Rooms (MTR) sets the standard for a unified meeting experience, and Cisco collaboration devices enhance it with powerful, purpose-built technology. Together, they turn physical meeting spaces into modern hybrid work environments, with one-touch join, consistent workflows, and seamless Microsoft 365 integration. Cisco MTR solutions are easier to manage, more reliable, and built to support long-term collaboration strategies.

By integrating with Microsoft Teams, Cisco MTR devices deliver an enterprise-grade meeting experience with high-fidelity audio and video, wireless content sharing, and intelligent meeting features that scale from huddle rooms to large conference spaces. This approach allows organizations to standardize on Microsoft Teams without locking into a single collaboration platform while continuing to leverage Cisco's hardware, centralized management, and proven reliability.

## Customer Benefits



### Better meeting experience

Cisco devices enhance Microsoft Teams Rooms with intelligent audio and video that automatically adapt to the room. Speaker framing, noise suppression, and optimized audio pickup help ensure participants are clearly seen and heard, creating more consistent and engaging meetings.



### Enterprise reliability and security

Cisco collaboration devices are purpose-built for meeting rooms and designed for business-critical environments. They deliver consistent performance, long lifecycle support, and enterprise-grade security aligned with Microsoft Teams.



### Flexibility and choice

Cisco devices support Microsoft Teams Rooms while also enabling Webex and BYOD use cases. Customers gain the flexibility to evolve their collaboration strategy over time without replacing hardware, redesigning meeting spaces, or committing to a single platform.



### Simplified management

Cisco Control Hub provides centralized visibility into device health, room performance, and usage analytics, even when devices are running Microsoft Teams Rooms. IT teams gain proactive insights instead of reactive troubleshooting.

## Sales Partner Benefits



### Service-led differentiation

Sales partners can attach professional and managed services around room design, deployment, onboarding, and ongoing management, creating stickier engagements and increased profitability.



### More strategic collaboration deals

Cisco MTR enables sales partners to move beyond transactional room sales and deliver larger, more strategic collaboration solutions. Standardized platforms paired with flexible device options create opportunities for multi-room rollouts, refresh cycles, and lifecycle services.



### Stronger customer relationships

By delivering a premium, reliable meeting experience, sales partners can drive higher adoption, improved user satisfaction, and long-term customer loyalty.





## How ScanSource can help your MTR business

ScanSource enables sales partners to deliver Cisco Microsoft Teams Rooms opportunities with confidence. By reducing complexity and accelerating time to value, we help teams focus on delivering outcomes—not navigating platforms, licensing, and logistics. We act as an extension of your team across the entire collaboration lifecycle.

### ScanSource provides:

#### Room design direction

We use Cisco Workspace Designer to help sales partners select the right devices for each space.

#### Platform and licensing guidance

We help sales partners navigate the Microsoft Teams Rooms platform and licensing options on Cisco devices.

#### Pre-sale technical support

Our team supports solution design, BOM creation, and quoting.

#### Post-sale assistance

We assist with deployment, onboarding, and adoption to help ensure long-term success.

#### Lifecycle services

We support renewals, expansions, and ongoing optimization across the collaboration lifecycle.

#### Collaboration expertise

We help sales partners scale collaboration practices without adding operational overhead.



## Future offerings

Mobile in a Box (MiB) is a portable demo kit designed to showcase Microsoft Teams Rooms on Cisco video devices. This turnkey solution will include everything needed to demonstrate Cisco MTR capabilities in real-world scenarios, making it easy for sales partners to showcase value without requiring permanent room installations.



For more information, please reach out to your dedicated Account Executive or email [evolve@scansource.com](mailto:evolve@scansource.com).